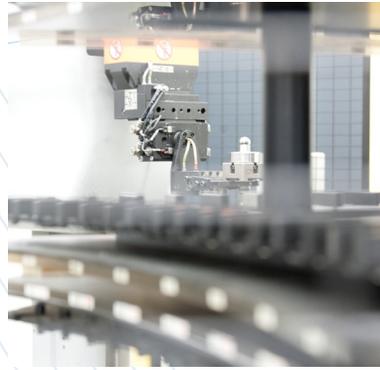
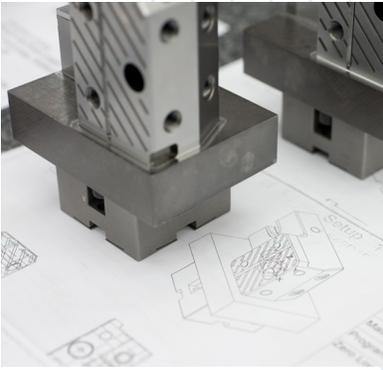


# WASHINGTON

Making an Impact on U.S. Manufacturing  
MANUFACTURING EXTENSION PARTNERSHIP



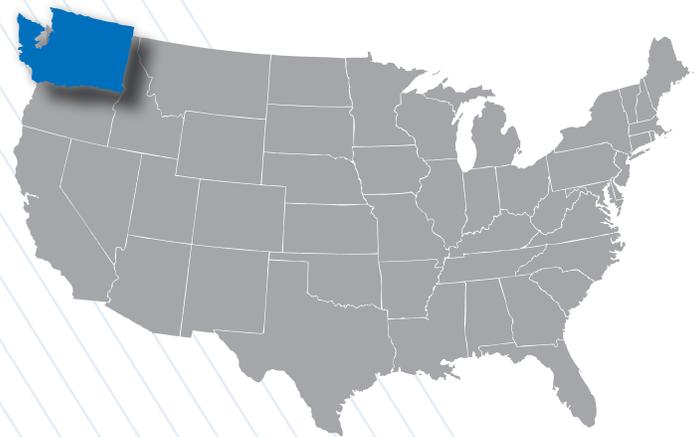
## Impact Washington

Impact Washington is a not-for-profit organization that helps Washington manufacturers and manufacturing compete globally. Impact Washington helps companies thrive through expert consulting, training programs, educational and industry events and resources that will increase profits, develop staff, help them become more sustainable and build a better business.

Impact Washington's professionals provide affordable assistance to improve a company's productivity, efficiency and competitiveness through technology, techniques and best practices. Impact Washington understands the challenges manufacturing businesses face and can help a company make the changes that make the difference between surviving and thriving. They have specialists in every area of manufacturing for all sizes of businesses, so companies are sure to get the right expertise for their specific needs.

## For more information, contact

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THE MEP NETWORK

## Washington MEP CLIENT IMPACTS

Impacts are based on clients receiving service in FY2012

Total Increased/  
Retained Sales



**\$116.8 Million**

Total Increased/  
Retained Jobs



**1,542**

New Client  
Investments



**\$24.7 Million**

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# CLIENT SUCCESS: HYDRA-PRO INC

*“The project with Impact Washington was, for us, a case of timing. With the downturn, we would have had to lay people off. With Impact’s help, we didn’t. In addition to the quantifiable improvements, we’ve seen improved morale, and a much more relaxed and organized work environment.”*

Jennifer Cresap, VP of Operations

## Impact Washington helps Improve Hydra Pro’s Bottom Line

Hydra Pro manufactures AP12C monogrammed marine and offshore cranes for the oil and gas industry, ship cranes, hose handling cranes, subsea cranes, and dock cranes. The company employs 30 people at its facility in Seattle, Washington.

### *Situation:*

Hydra Pro had problems with late deliveries and low margins. Company president Ed Ramberg had read about Toyota Production methods and saw them as a way forward. Ramberg contacted Impact Washington, a NIST MEP network affiliate, for assistance.

### *Solution:*

Impact Washington regional project director Krassimir Totev, working with South Seattle Community College, crafted a funding package that would allow Hydra Pro to learn about Lean and use those methods to improve. Impact Washington brought in process improvement specialists to train company employees and lead the Kaizen events. Several Hydra Pro employees were trained to spot and eliminate waste in their processes and increase the amount of value-added time to every operation. As a result of Impact Washington’s assistance, the company reduced inventory by 67 percent and changed purchasing practices. Now, they only purchase what they need for specific projects. Margins have also improved, along with on-time deliveries

### *Results:*

- \* Reduced inventory from \$1.2 million to \$400,000.
- \* Reduced on-time delivery time from 101 days to 38 days.

Reduced inventory from  
\$1.2 million to \$400k